

REPLACEMENT DRAWINGS

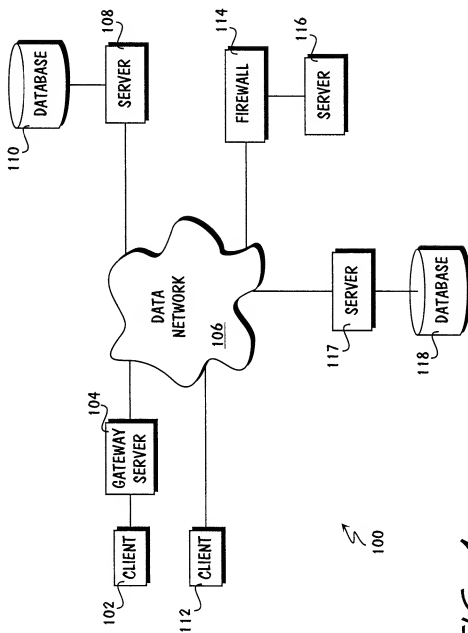


FIG. 1

REPLACEMENT DRAWINGS

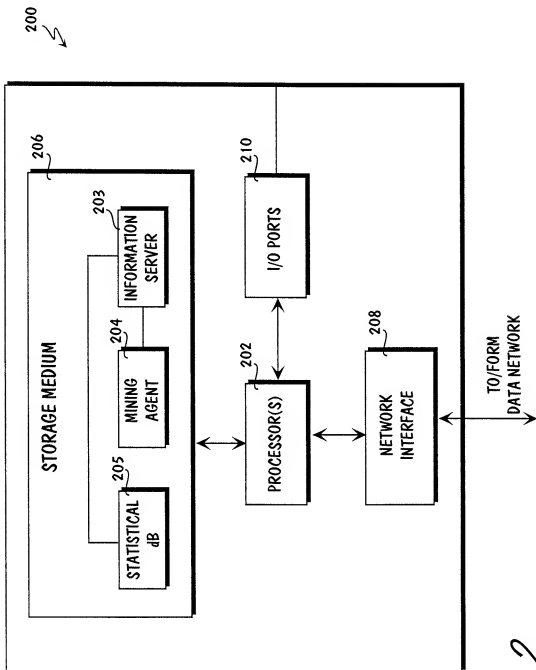
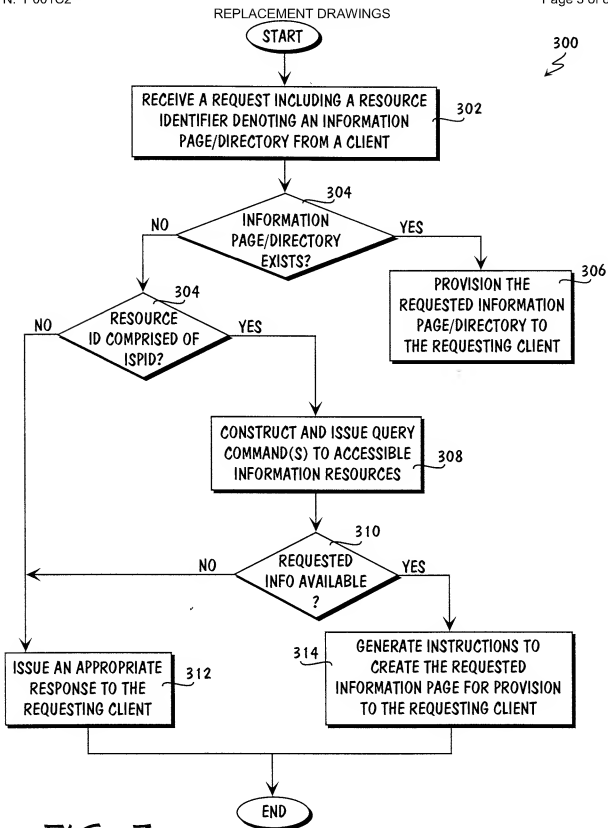


FIG. 2



REPLACEMENT DRAWINGS

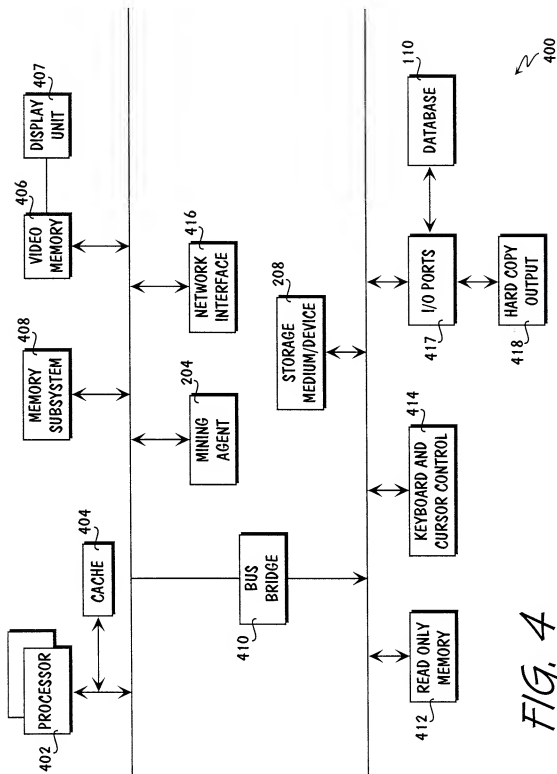


FIG. 4

REPLACEMENT DRAWINGS

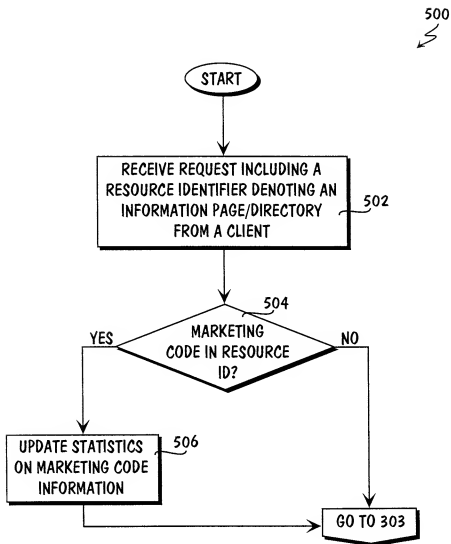


FIG. 5

REPLACEMENT DRAWINGS

600
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602	604	606	608	610	612	614	616	618
MLS ID	LISTING AGENT	STYLE	PRICE	BEDS	BATHS	AIR	GARAGE	TAXES
BC 35740	35	BUNGALOW	\$227,000	4	2	Y	Y	\$2,100
BC 37540	27	RANCH	\$185,900	2	1	Y	N	\$1,100
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•								
•								

FIG. 6

REPLACEMENT DRAWINGS
MARKETING EVALUATION REPORT:

PERIOD ENDING: DECEMBER 31, 1998 ~ 701

700
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702 { AGENT 0: 1,800 HITS
450 REQUESTS FOR INFORMATION
25 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$125,000 - \$175,000 PRODUCT PRICE RANGE } 710
:
AGENT 112: 350 HITS
250 REQUESTS FOR INFORMATION
50 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$1,500,000 - \$2,250,000 PRODUCT PRICE RANGE

704 TELEVISION ADVERTISING
23,000 HITS
230 REQUESTS FOR INFORMATION
0 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$14,000 - \$2,250,000 PRODUCT PRICE RANGE

706 RADIO ADVERTISING
2300 HITS
23 REQUESTS FOR INFORMATION
0 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$14,000 - \$150,000 PRODUCT PRICE RANGE

708 INTERNET ADVERTISING
2450 HITS
1400 REQUESTS FOR INFORMATION
140 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$175,000 - \$450,000 PRODUCT PRICE RANGE

709 PRINT ADVERTISING
1750 HITS
17 REQUESTS FOR INFORMATION
4 REQUESTS FOR TELEPHONE CALL FOLLOW UP
\$275,000 - \$450,000 PRODUCT PRICE RANGE

FIG. 7

REPLACEMENT DRAWINGS

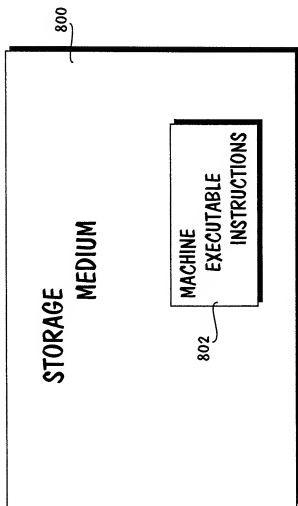


FIG. 8